



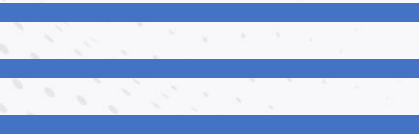
**Chemcon Speciality Chemicals Limited  
Investor Presentation – February 2023**



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# Q3 & 9M FY23 Highlights



*“The company has reported a resilient performance during the quarter with a revenue of Rs 76 crores, a growth of 54% on YoY basis led by an increase in realisation and a stronger contribution from the export market. Our core product, HMDS and CMIC business has continued to remain weak due to soft demand from pharmaceutical producers in India.*

*We have been able to produce significant growth in both our bromides and new bromobenzene products on the back of healthy demand and better sourcing of key raw materials. BromoBenzene is a part of Organic Bromides, and is receiving good enquiries from global agrochemical players. We are awaiting regulatory approvals for a new pharmaceutical chemical, Guanine, at P9 Unit and expect to get a nod from them by end of this quarter. We expect to begin production of other pharmaceutical chemicals which are primarily imported at the P10 Unit by end of Q1FY24.*

*We expect the business momentum of HMDS & CMIC products to revive in coming period as we expect the pharma industry to recoup well. Due to a demand-supply gap, India imports HMDS & CMIC significantly. Being a global leader of these pharmaceutical chemicals, we are well-positioned to capitalize on future opportunities. We have done meaningful investments over the years to increase the product offerings and will continue to do so to create long-term sustainable growth.”*

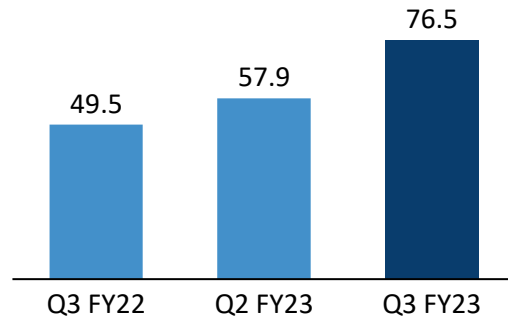
**Mr. Kamal Aggarwal,**

**Chairman & Managing Director**

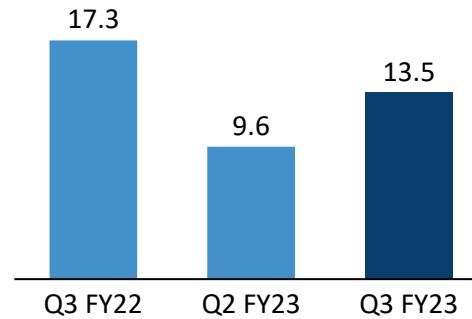
# Performance Highlights



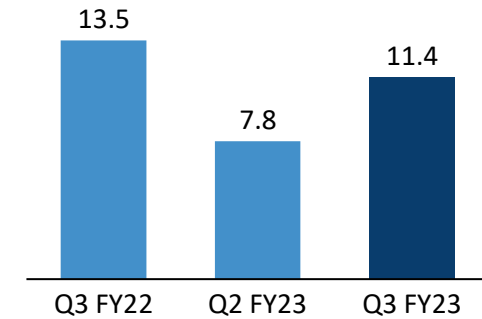
Total Revenue (Rs. Cr)



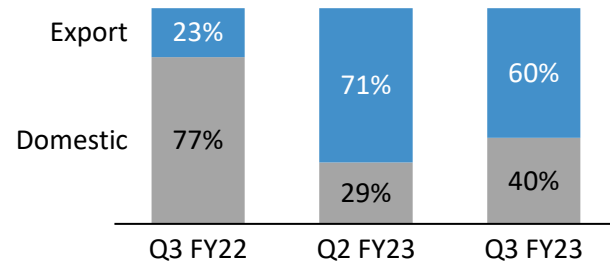
EBITDA (Rs. Cr)



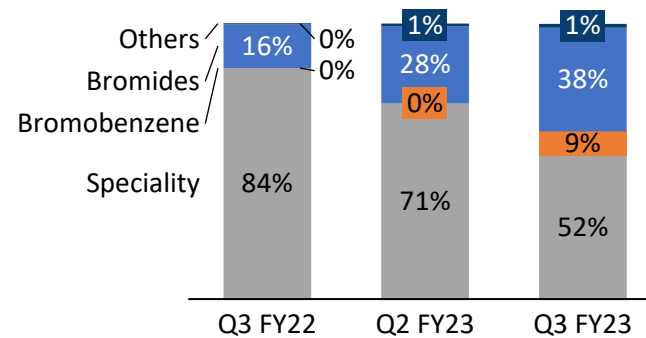
PAT (Rs. Cr)



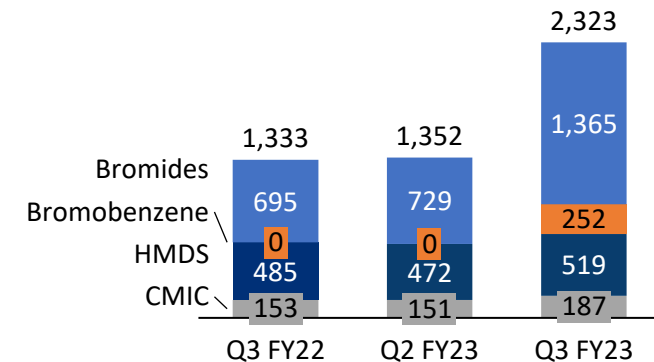
Geographic-Wise (%)



Business-wise (%)



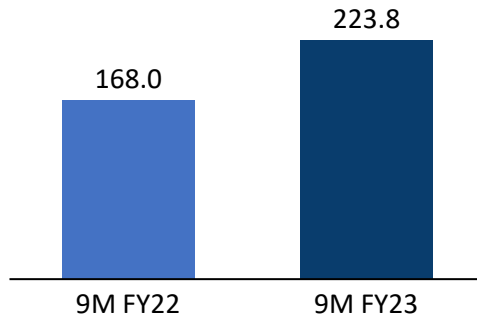
Production Volume (MT)



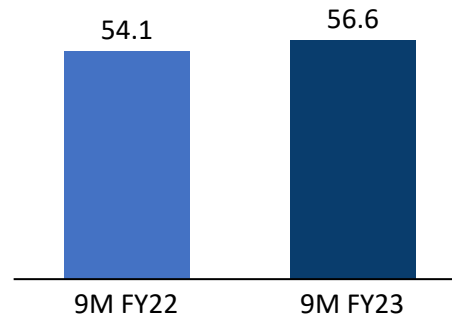
# Financial Trends



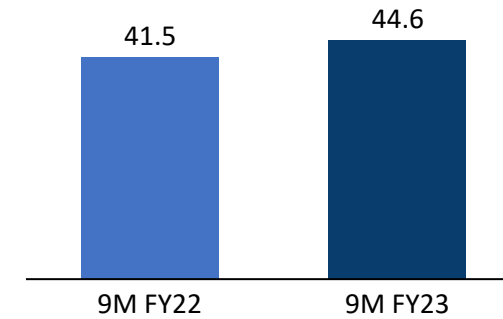
Total Revenue (Rs. Cr)



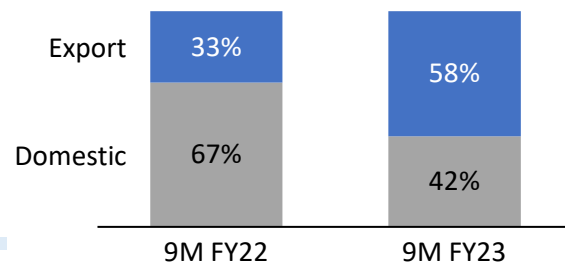
EBITDA (Rs. Cr)



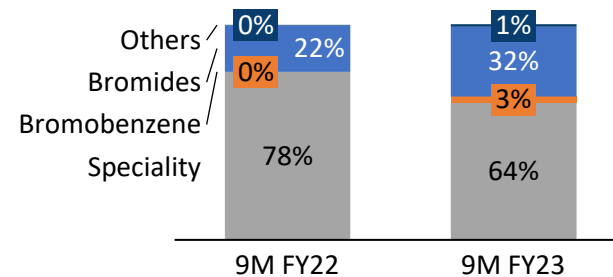
PAT (Rs. Cr)



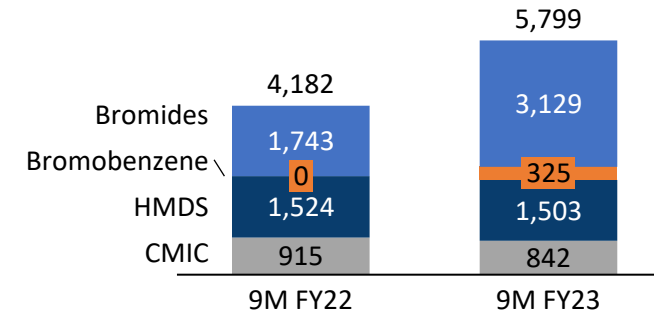
Geographic-Wise (%)

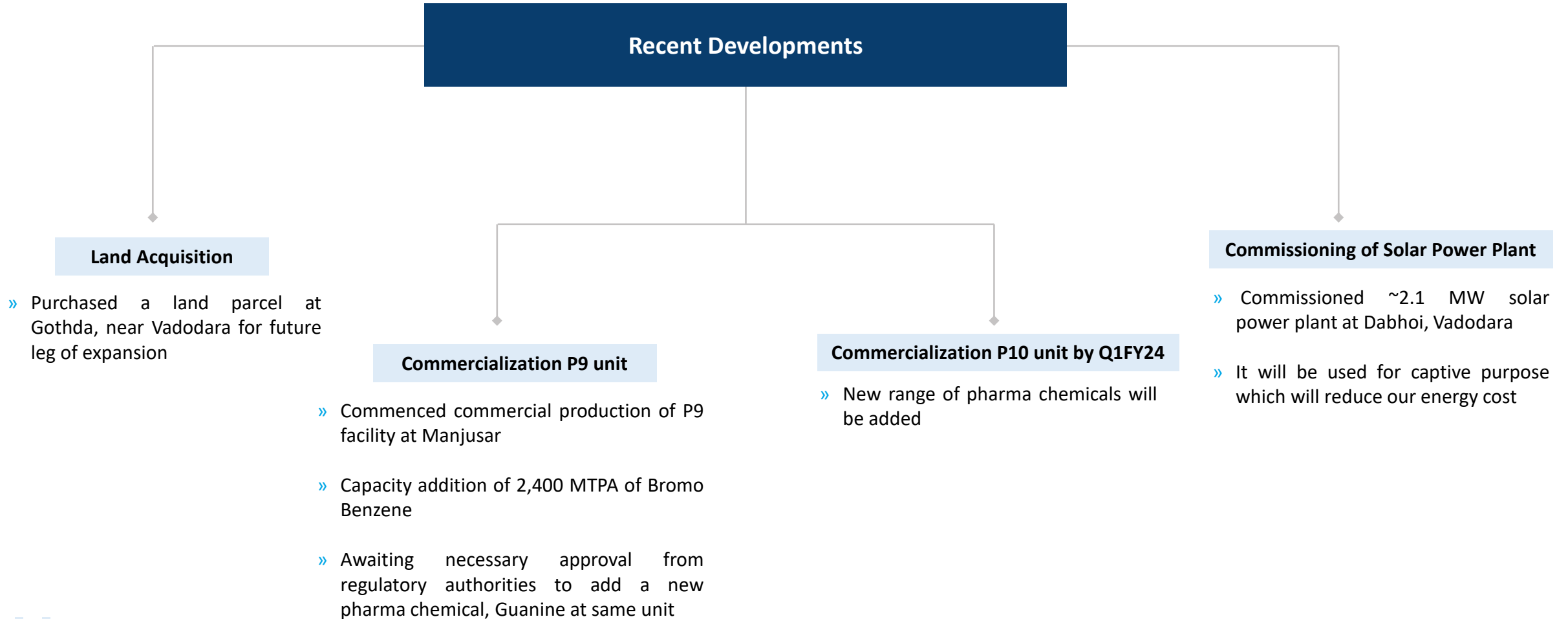


Business-wise (%)



Production Volume (MT)



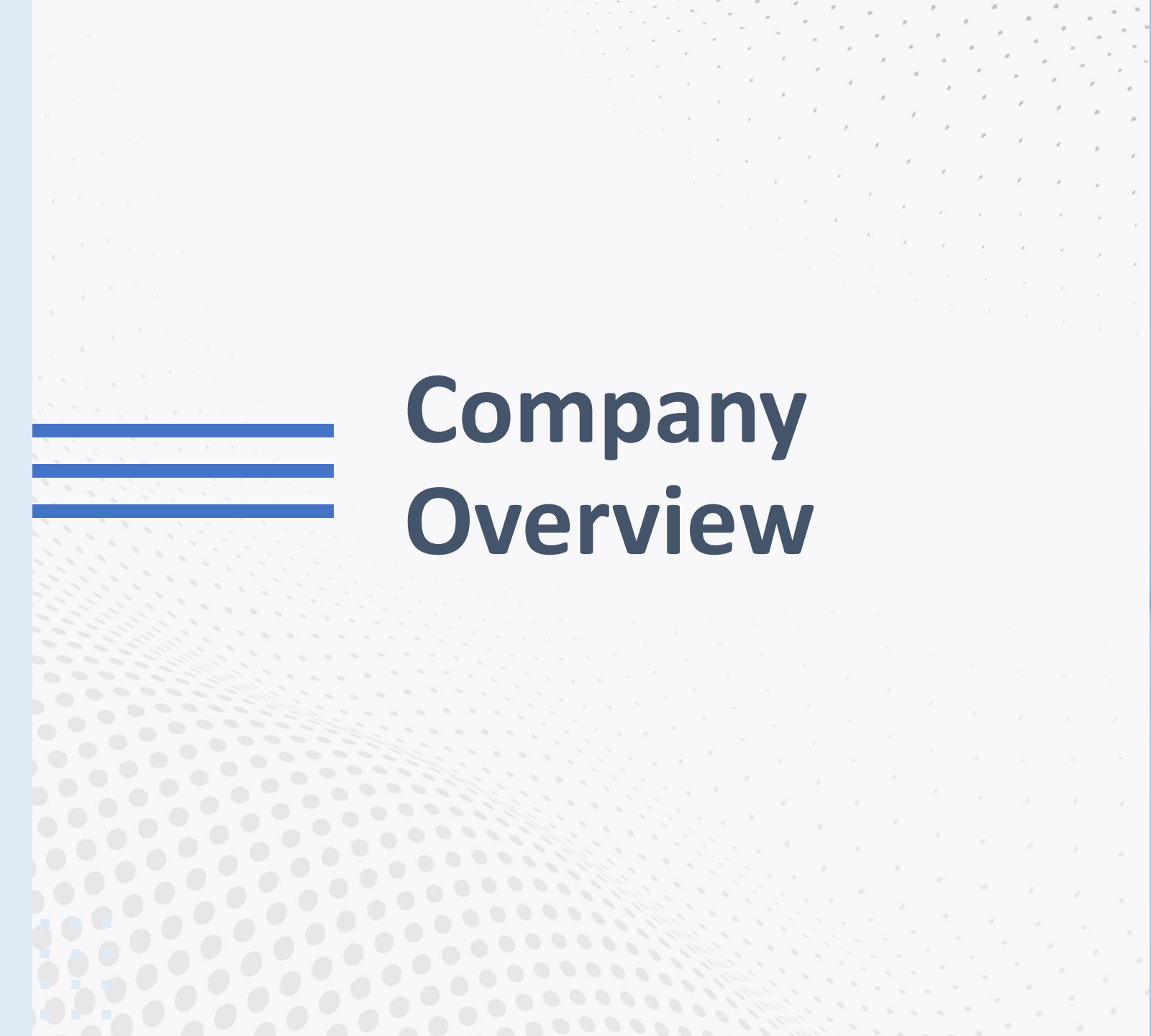


# Profit & Loss Statement



Particulars (Rs. Crs)	Q3 FY23	Q3 FY22	Y-o-Y	9M FY23	9M FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>76.5</b>	<b>49.5</b>	<b>54.4%</b>	<b>223.8</b>	<b>168.0</b>	<b>33.2%</b>
Cost of Goods Sold	49.0	19.6		122.2	79.1	
Employee Cost	4.9	5.0		15.5	14.0	
Other Expenses	9.1	7.6		29.5	20.8	
<b>EBITDA</b>	<b>13.5</b>	<b>17.3</b>	<b>-22.1%</b>	<b>56.6</b>	<b>54.1</b>	<b>4.6%</b>
<b>EBITDA Margin</b>	<b>17.6%</b>	<b>35.0%</b>		<b>25.3%</b>	<b>32.2%</b>	
Other Income	4.5	2.3		10.4	6.5	
Depreciation	2.1	1.6		6.1	4.6	
<b>EBIT</b>	<b>15.8</b>	<b>18.1</b>		<b>60.9</b>	<b>56.1</b>	
Finance Cost	0.6	0.1		1.0	0.5	
<b>Profit before Tax</b>	<b>15.2</b>	<b>18.0</b>		<b>59.9</b>	<b>55.6</b>	
Tax	3.9	4.5		15.3	14.1	
<b>PAT</b>	<b>11.4</b>	<b>13.5</b>	<b>-15.8%</b>	<b>44.6</b>	<b>41.5</b>	<b>7.6%</b>
<b>PAT Margin %</b>	<b>14.9%</b>	<b>27.2%</b>		<b>19.9%</b>	<b>24.7%</b>	
Basic EPS	3.10	3.68		12.19	11.32	





# Company Overview



# Company Snapshot

Incorporated in 1988

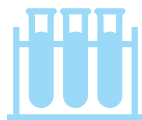
Manufacturer of Speciality  
Chemicals

An ISO 9001:2015 and ISO  
14001:2015 Certified Company

Business Verticals: Pharmaceuticals  
& Oilwell Completion Chemicals

Manufacturing Facilities near  
Manjusar, Vadodara, Gujarat

9 Operational Plants, 6 Owned and 2  
lease Warehouses



**Only Manufacturer** of HMDS in India



**3rd Largest** Manufacturer of HMDS  
Worldwide



**Largest** Manufacturer of CMIC  
worldwide



**Only Manufacturer** of Zinc Bromide in  
India



**Largest** Manufacturer of Calcium  
Bromide in India

# Evolution

**FY89**

- » Company was incorporated as Gujarat Quinone Private Limited

**FY95-98**

- » First sale of few chemical products
  - Pyridine Hydrobromide
  - Para Nitro Benzyl Bromide
  - Methyl Iodide
  - GA-1

**FY01-03**

- » Commenced **HMDS** Business in 2001
- » Discontinued few products due to lower demand

**FY05**

- » First export shipment of **HMDS**
- » Amalgamation of Chemcon Engineers Private Limited with Gujarat Quinone Private Limited; name changed to "Chemcon Speciality Chemicals Private Limited"

**FY14**

- » First sale of **CMIC**

**FY15-16**

- » First sale of **Calcium Bromide** (Solution)
- » First sale of **Zinc Bromide** (Solution)



**FY17**

- » First sale of **Calcium Bromide** (Powder)
- » First sale of **Sodium Bromide** Solution

**FY18**

- » Increase in annual installed production capacity for
  - **CMIC** from 600 to 1,200 MTPA;
  - **Oilwell Completion Chemicals** from 7,200 to 14,400 MTPA

**FY19**

- » Increase in annual installed production capacity for **CMIC** from 1,200 MTPA to 1,800 MTPA

**FY20**

- » **Increase in HMDS Capacity** by commissioning of plant P7

**FY21**

- » **Plant P2 commissioned** with a capacity to manufacture upto 600 MTPA of Hi-Purity HMDS

**FY22 -23**

- » **Increase in CMIC & TMCS** Capacity by commissioning of plant P8
- » Increase in bromobenzene capacity by commissioning plant P-9



## Global Presence

FY22 Export  
Contribution\*:

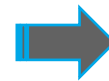
**~37%**

## Key Countries

- » United States of America
- » Italy
- » South Korea
- » Germany
- » People's Republic of China
- » Japan
- » United Arab Emirates
- » Russia
- » Spain
- » Thailand
- » Malaysia

Over Two Decades of Experience in Chemicals

- Manufacturing
- Exports



Well Equipped to Seize Upcoming Opportunities

# Entry Barriers

## Complex Chemistry

- » The involvement of complex chemistry in the manufacture of the Products, which is difficult to commercialize on a large scale

## Stringent Impurity Measure

- » Our processes and products are subject to, and measured against, high quality standards and stringent impurity specifications

## Long Gestation Period

- » Customer acquisition involves a long gestation period, resulting in a very few players being involved in manufacturing of the products

## Entry Barriers

## Technical Know-how

- » Handling chemicals requires a high degree of technical skill and expertise and operations involving such hazardous chemicals ought to be undertaken only by personnel who are well trained to handle such chemicals

## Regulatory Norms

- » To comply with all regulatory norms and filings with various agencies

## High Replacement Cost

- » Any change in the vendor of the product may require significant time and cost for the customer

# Key Long-Term Relationships



## Pharmaceutical Chemicals

## Oilwell Completion Chemicals

HMDS

CMIC

Inorganic Bromides



Shree Radha Overseas

CC Gran Limited Liability Company

Longstanding Clients

Strong Base

New Product Development

New Customer Reach

Top 5 customers contribute < 50%

Top 10 customers contribute < 65%

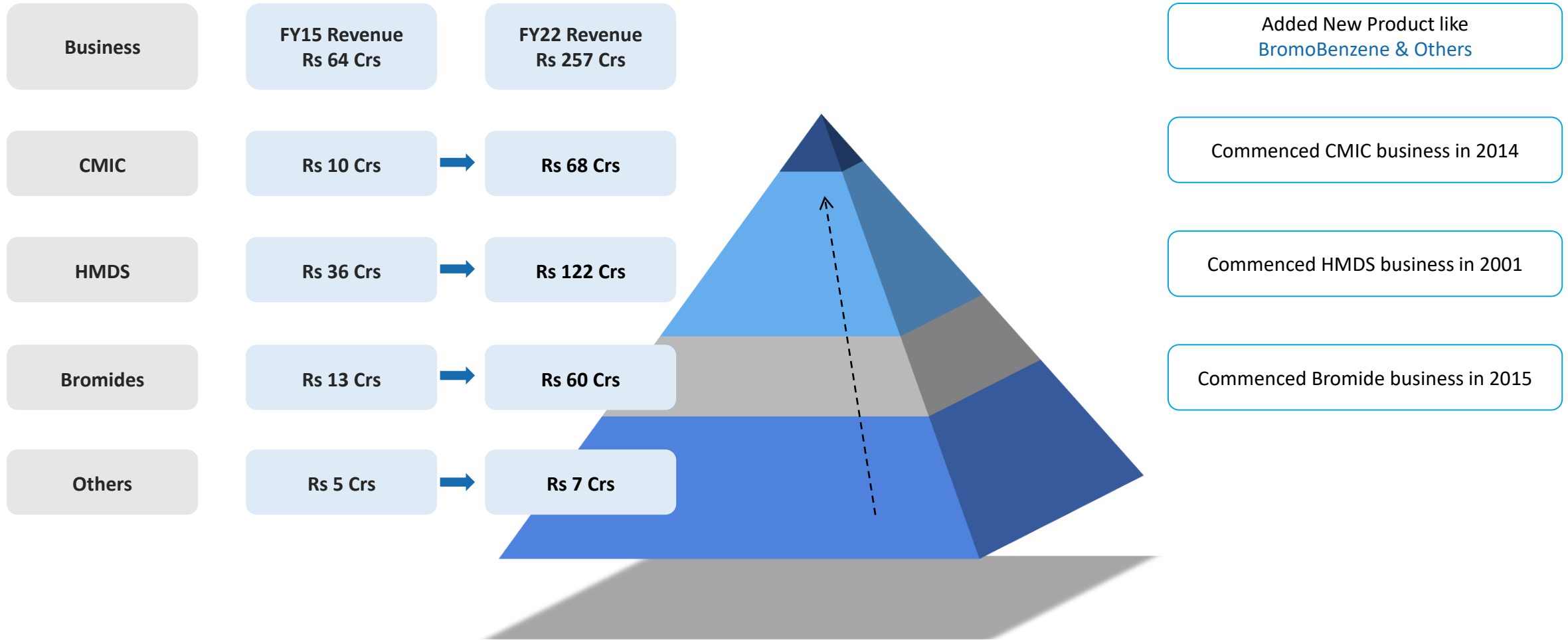
Few customers age more than 2 decades with us

Top 7 customers have been with us for more than 4 years

Well equipped to retain market presence

Leading to increase in new product base and reach out to new customers

# Moving up the Value Chain



# Board of Directors : Experienced Team



## Kamalkumar Rajendra Aggarwal

Chairman and Managing Director

- » Holds Diploma in Petrochemical Technology (Plastic Technology) from the Maharaja Sayajirao University of Baroda, Gujarat
- » He has more than 26 years of experience in the specialized chemicals industry. He has been on our Board since January 19, 2004



## Navdeep Naresh Goyal

Deputy Managing Director

- » He has more than 11 years of experience in operations. He has been on the Board since April 1, 2015.
- » He is actively involved in the decision making and management of day-to-day operations.



## Rajesh Chimanlal Gandhi

Whole-time Director and Chief Financial Officer

- » Holds a Bachelor's Degree in Commerce from Gujarat University
- » He has more than 23 years of experience in finance & accounts and related operations. He has been on our Board since May 1, 2012



## Himanshu Purohit

Whole-time Director

- » He holds a Master's Degree in Science in Inorganic Chemistry from the Sardar Patel University, Gujarat
- » He has more than 23 years of experience in production related operations. He has been on our Board since May 1, 2012



## Rajveer Aggarwal

Whole-time Director

- » He holds a bachelor's degree in chemical engineering from the Gujarat Technological University, Gujarat
- » He has more than six years of experience in operations. He has been on the Board since Oct 2017



# Board of Directors : Independent Directors



## Lalit Chaudhary

Independent Director

- » He holds a bachelors' degree in commerce from the Sardar Patel University, Gujarat Limited as a director since 1993.
- » He has more than 21 years of experience as an entrepreneur. He has been on the Board since April 29, 2019



## Pradeep Agarwal

Independent Director

- » Qualified as Chartered Accountant and Company Secretary
- » He is also an Independent Director of Bharat Petroleum Corporation Limited and also engaged in social activities
- » He has more than 25 years of experience. He also acts as a Trustee of the various Trusts



## Bharat Shah

Independent Director

- » He holds a bachelor's degree in science from the Maharaja Sayajirao University of Baroda, Gujarat.
- » In the past, he has been associated with Bank of Baroda in various roles
- » He has more than 38 years of experience in the financial services sector. He has been on the Board since April 29, 2019



## Neelu Shah

Independent Director

- » She holds a bachelor's degree in science from Kanpur University, UP and an MBA from the Jiwaji University, Gwalior
- » She has 6 years of experience in sales and has been on the Board since April 29, 2019



## Samir Chandrakant Patel

Independent Director

- » He holds a master's degree in science from the Sardar Patel University, Gujarat.
- » He has more than 31 years of experience. He has been on the Board since April 29, 2019

## Key Certificates



## R&D

### In-house laboratory to test

- » Raw materials procured
- » New Products & Innovation
- » Final products testing at the various stages of the manufacturing process
- » Well equipped with new instruments & machinery



## Environment

### Complying All Environment Laws

- » The Environment (Protection) Act, 1986
- » Water Prevention and Control of Pollution Act
- » Air Prevention and Control of Pollution Act, 1981
- » We are a zero-discharge company





# Product Overview



# Market Overview



	HMDS	CMIC	Oilwell Completion Chemicals
Global Market Capacity (CY19)	~35,700 MT	~6,880 MT	~362,000 MT
Global Market Production (CY19)	~25,390 MT	~3,927 MT	~246,000 MT
Chemcon Production (FY22)	2,068 MT	1,295 MT	2,703 MT
Chemcon Share in Global Market	> 5%	> 30%	~1%
Domestic Import (CY19)	~1,622 MT	~1,574 MT	-

**We are well positioned to substitute imports and maintain growth trajectory**

Source: Frost & Sullivan

## Hexamethyldisilazane / Hexamethyldisilane

- » HMDS, an organosilicon compound, is a reagent and a precursor to bases that are popular in organic synthesis and organometallic chemistry
- » HMDS is widely used in the pharmaceutical industry as a silylating agent in the process of manufacture of pharmaceutical drugs of the Penicillin group and may also be used in the semiconductor electronics industry and in vinyl silicone rubber to improve their tearing strength

### Key Attributes\*

Only Manufacturer in India

3rd Largest Manufacturer Worldwide

### Capacity

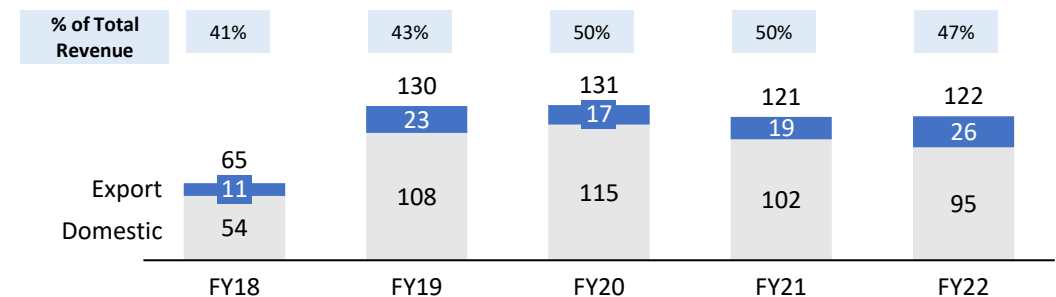
Product	Period	Capacity	Production	Utilisation
HMDS	FY22	4,200	2,068^	49%
Hi-Purity HMDS	FY22	600	-	

^Includes Outsource Capacity

### End Applications

- » **Pharmaceutical:** As a silylating agent in the process of manufacture of pharmaceutical drugs of the Penicillin group
- » **Semiconductor:** Surface treatment agent of diatomite, white carbon black, titanium and blond additives of photoresist
- » **Organic Synthesis:** Precursor to many bases common in organic synthesis and organometallic chemistry
- » **Others:** Photolithography, electron microscopy and pyrolysis gas chromatography-mass spectrometry

### Business Performance (Rs in Cr)



Source: Frost & Sullivan \*Above data are as per CY19  
Export data are inclusive of Deemed Exports

## Chloromethyl Isopropyl Carbonate

- » CMIC (chloromethyl isopropyl carbonate) is an antiviral drug intermediate product, which is a key intermediate for anti-AIDS and anti-hepatitis B drug Tenofovir
- » The downstream product of chloromethyl isopropyl carbonate, Tenofovir is a nucleotide antiviral drug developed by Gilead Corporation of the United States. Tenofovir and its combination preparations have become the largest sales of anti-AIDS drugs

### Key Attributes\*

Largest Manufacturer Worldwide

### Capacity

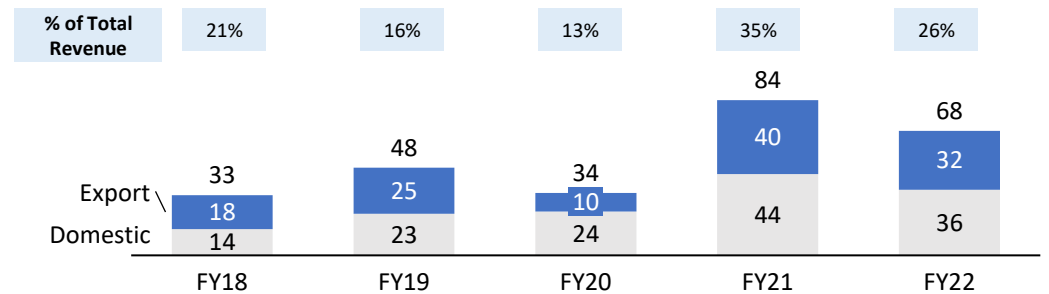
Product	Period	Capacity^	Production	Utilisation
CMIC	FY22	1,800	1,295	~72%

^Exclude recently added capacity of 1,200 MT in FY23

### End Applications

- » CMIC is mainly used in pharmaceutical industry as a key intermediate for anti-AIDS anti-hepatitis B drug Tenofovir
- » CMIC can also be used in synthesis of other antiviral drugs

### Business Performance (Rs in Cr)



Source: Frost & Sullivan \*Above data are as per CY19  
Export data are inclusive of Deemed Exports

## Inorganic Bromides: Calcium Bromide, Zinc Bromide and Sodium Bromide

- » Oilwell Completion Chemicals are used to complete the well and is normally a salty solution made up of chlorides or bromides
- » In addition to cleaning the wellbore, after the drilling is finished, completion chemical is used to control the pressure down-hole, prior to and while well completion operations are in progress
- » We manufacture a range of inorganic bromides, namely: Calcium Bromide (solution and powder), Zinc Bromide (solution) & Sodium Bromide (solution and powder)

### Key Attributes\*

Only Manufacturer of Zinc Bromide in India

Largest Manufacturer of Calcium Bromide in India

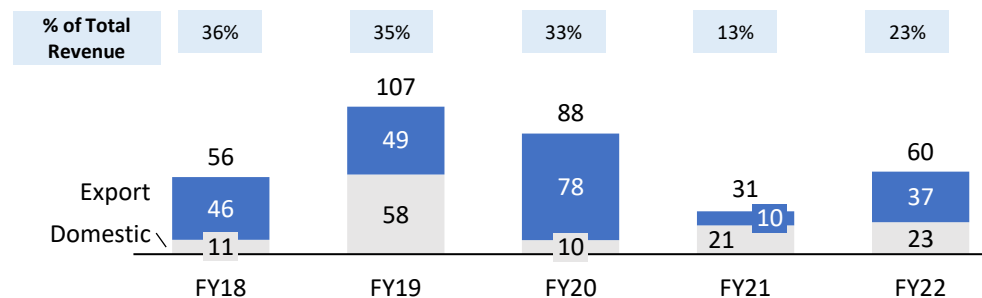
### Capacity

Product	Period	Capacity	Production	Utilisation
Bromides (Total)	FY22	15,000	2,703	~18%

### End Applications

- » **Sodium Bromide (NaBr)** : Used alone or in a combination with sodium chloride or zinc bromide to form clear workarround and drilling fluids; useful when used in formations that are known to have sensitivity towards calcium
- » **Zinc Bromide (ZnBr<sub>2</sub>)**: Clear, solid-free brine fluid; it can be used with other bromides and chlorides to prepare non-damaging liquids
- » **Calcium Bromide (CaBr<sub>2</sub>)**: Used as a completion and work-over fluid to control wellbore pressures in upstream oil & gas operations

### Business Performance (Rs in Cr)



Source: Frost & Sullivan \*Above data are as per CY19  
Export data are inclusive of Deemed Exports



# Manufacturing Facilities



Dedicated Plants



Multipurpose Plants



In-house Laboratory



Warehouses

Improving  
Efficiencies



# Manufacturing Facilities



Plant No	Product categories	Product Manufactured	Installed Capacity (MT P.A)	Volume Reactor Capacity (In KL)
P-3 & P-7	Pharmaceutical Chemicals	HMDS and ancillary products	4,200	177.80
P-2		HMDS (hi-purity)	600	13.00
P-4		CMIC	3,200	121.75
P-6		Multipurpose Capacity - CMIC		
P-8		Multipurpose Capacity - TMCS, CMIC	3,600	
P-9		Bromo Benzene	2,400	
P-10		Proposed Multipurpose Capacity (Pharma Intermediate Chemicals)	Q1FY24e	-
P-5		Oilwell Completion Chemicals	Calcium Bromide (solution), Zinc Bromide (solution) and Sodium Bromide (solution)	14,400
P-1	Calcium Bromide (powder)		600	5.00
<b>Total Capacity (MTPA)</b>			<b>29,000</b>	<b>374.85</b>

Located at Manjusar near Vadodara, Gujarat

9 Operational Plants

1 Proposed Expansion Plant under process

In-House R&D Laboratory

6 Owned + 2 Lease Warehouses

2 Marketing Offices in Mohali & Hyderabad

## Capacity Expansion

- » We intend to build additional plants P10 unit in Q1 FY24
- » These additional plant will manufacture chemicals which are principally used in the pharmaceutical industry

## Import Substitution

- » India's current domestic demand is being catered by imports for HMDS and CMIC
- » We are the only manufacturer of HMDS in India and the largest manufacturer of CMIC in India in terms of production in the calendar year 2019, aims to capitalize on the potential growth in the demand for CMIC and HMDS in India and to substitute imports

## Exploring New Applications

- » Aim to expand the sale of our products to other industries where our products have an application
- » For instance, for HMDS, we aim to market our products for end-use applications in other industries including the rubber and semiconductor manufacturing industry
- » Company has recently commissioned P-9 unit to produce bromobenzene which find application in agrochemical

## Cost Efficiencies

- » We intend to continue to be cost-efficient in the production of our products. This efficiency is achieved through strategies like –
  - Having a large single-location manufacturing facility
  - Dedicated plants for each product
  - Process re-engineering for efficient raw material consumption
  - Being a sizeable player in the industry in each of our products



# Way Forward

Moderate Growth in

Pharma Industry



Moderate Recovery in

Oil Industry



Exploring  
Opportunities in

New Products



Leading to Long Term Sustainable Growth

New Products, New Clients, New Applications, New Opportunities



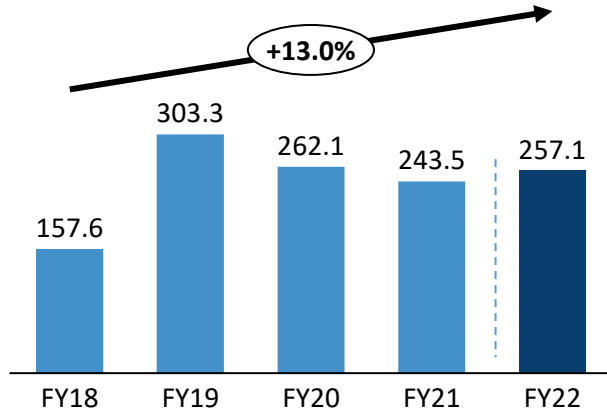
# Financial Highlights



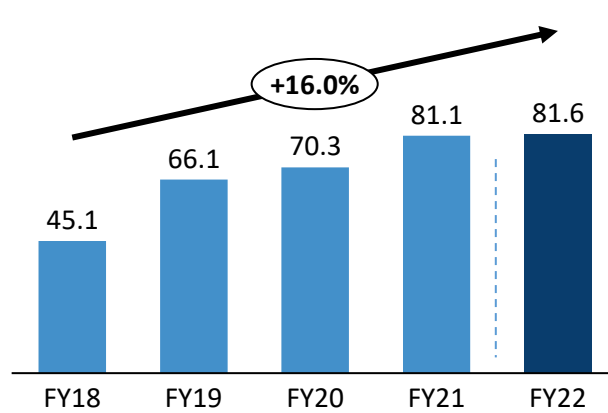
# Financial Trends



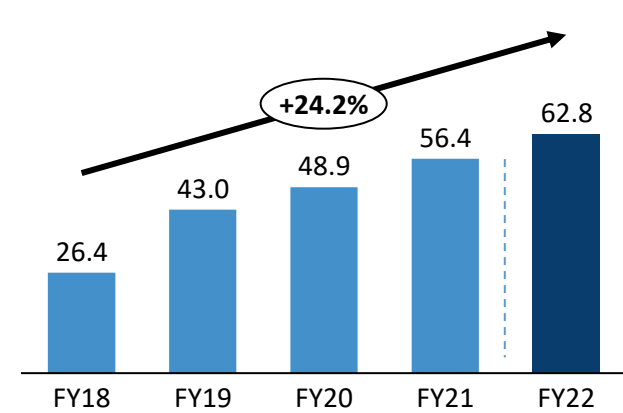
**Total Revenue (Rs. Cr)**



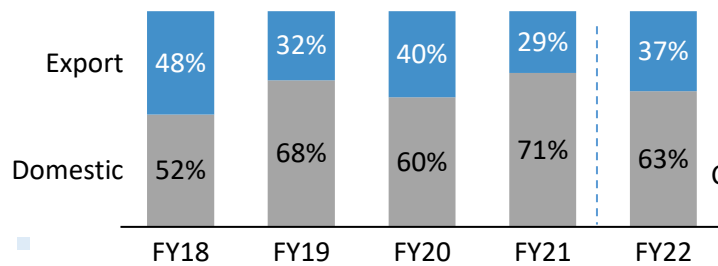
**EBITDA (Rs. Cr)**



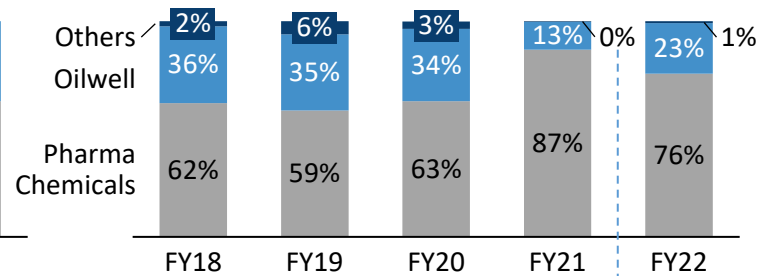
**PAT (Rs. Cr)**



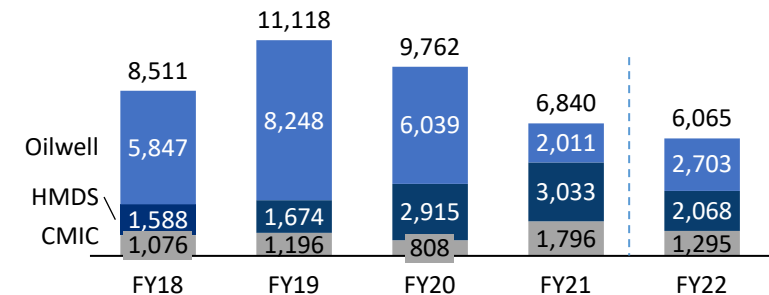
**Geographic-Wise (%)**



**Business-wise (%)**



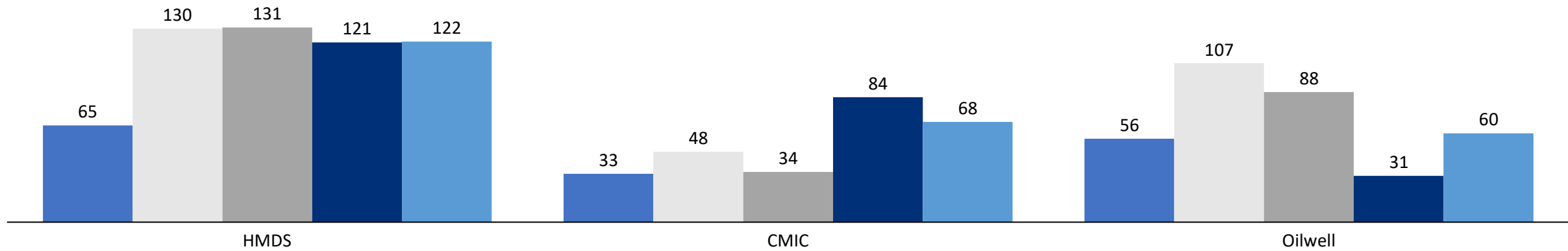
**Production Volume (MT)**



# Performance Highlights

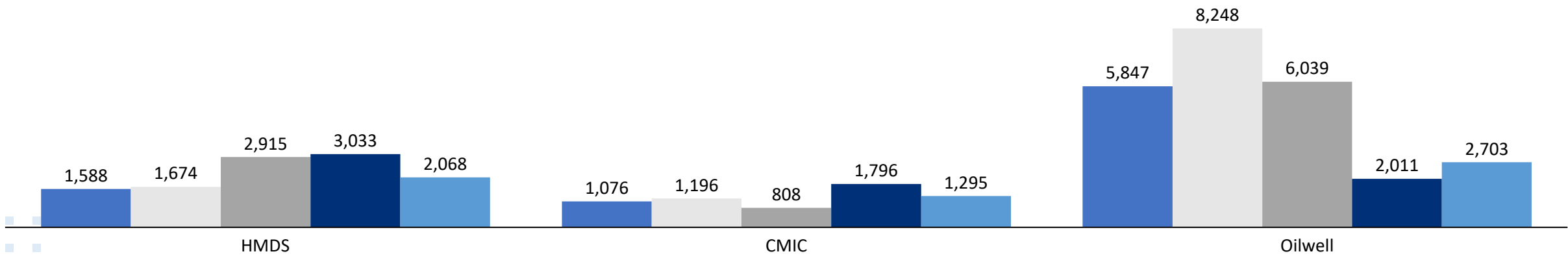


Total Revenue (Rs. Cr)



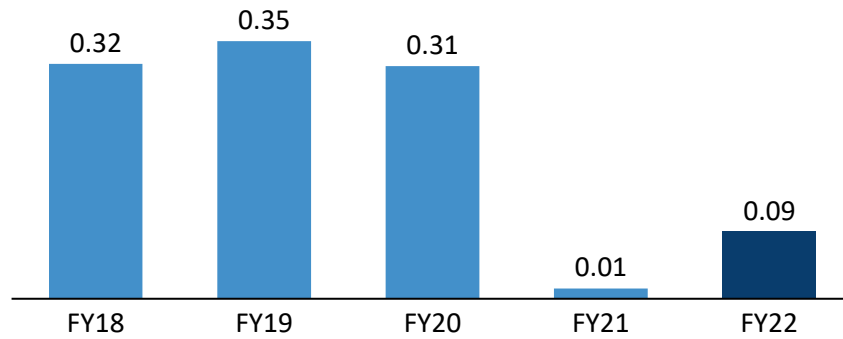
FY18 FY19 FY20 FY21 FY22

Production Volume (MTPA)

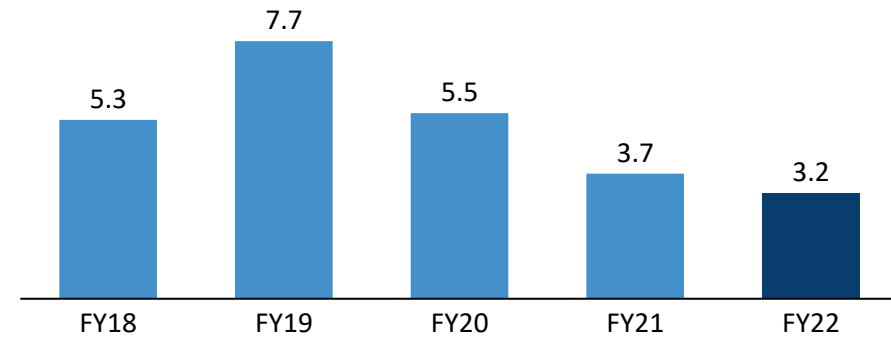


# Key Ratios

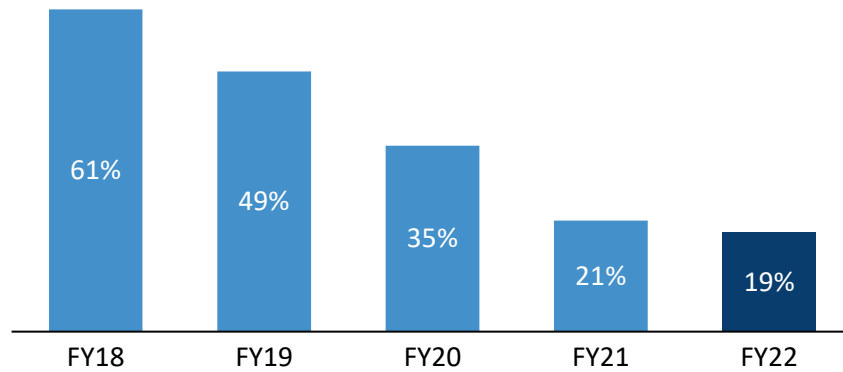
### Net Debt/ equity (x)



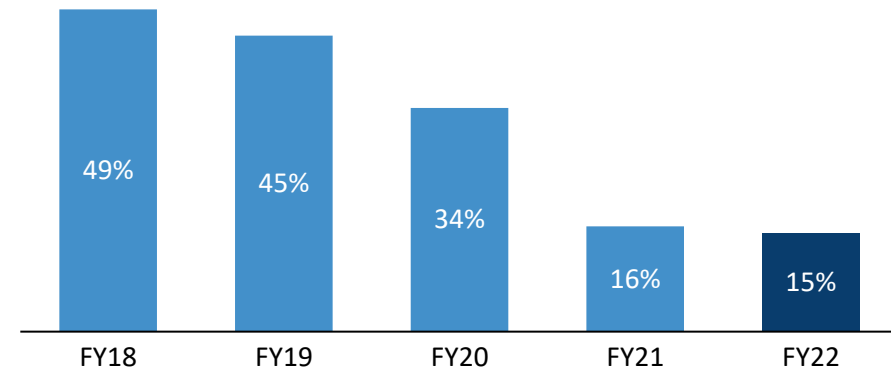
### Fixed Asset Turnover(x)



### ROCE (%)



### ROE (%)



# Thank You



**Chemcon Speciality Chemicals Ltd.**

CIN – L24231GJ1988PLC011652

Mr. Rajesh Gandhi - CFO

Email – [rajesh@cscpl.com](mailto:rajesh@cscpl.com)

[www.cscpl.com](http://www.cscpl.com)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Pankti Majithia

Email - [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net)/ [pankti.majithia@sgapl.net](mailto:pankti.majithia@sgapl.net)

+91 9619595686 /91+ 9619611096

[www.sgapl.net](http://www.sgapl.net)

